

CASE STUDY

Maine Medical Discovers Innovative Supplier at BuildingsXchange – Saves Time and Money

“There is no question that starting this process by working with top level management caused things to move more quickly. With BX...things happen faster.”

Dan Doughty
Director of Facilities Development
Maine Medical Center



Dan Doughty, the Director of Facilities Development for Maine Medical Center was involved in the early planning stages of a new building in the Greater Portland area. He was looking for building material that would have substantial longevity and wouldn't require a lot of maintenance over the years. Doughty was unsatisfied with the typical brick that could be seen on so many buildings in Portland. Not only was it an expensive material, but insulation and staging costs were quite high. So Doughty attended BuildingsXchange (BX) seeking out a better solution.

For years, Maine Medical and most other buildings in Portland have used brick simply because it's readily available and everyone knows how to work with it. Plus, since it's the status quo, using brick as the building material allows the buildings to get approved more quickly. *“For the city of Portland typically things go through the planning board a lot quicker if they're brick. It blends into the neighborhood; it adheres to local ordinances, etc.”* Brick is so heavy, though, and with the soil that Doughty would be building on, he wanted something lighter weight to help save money on construction costs.

Doughty wasn't familiar with Trespa prior to meeting with them at BX and he wouldn't have found them without attending BX. In the meeting, Doughty was able to talk to top level management about all that Trespa had to offer. He was able to look at product samples that directly related to his needs. *“It's always nice from an architectural point of view to just put your hands on something and feel it and get a sense of how it goes together and attaches to the building.”*

“By the time I got back from BuildingsXchange, there had already been contact with the Trespa folks, which is almost unheard of in construction.”

Dan Doughty
Director of Facilities Development
Maine Medical Center

For more information please contact:

Matt Arneson
Event Director
(952) 224-7613
marneson@verticalxchange.com

The Challenge: Maine Medical was looking to save costs and try something different on their new healthcare building. Brick was the standard for Portland, but they wanted to look beyond that standard and find something new and different.

The Project: Doughty said, *“At the time I attended BX, we were in the concept phase. That was in September. We hired the architect in June, and we hired the construction manager on July 1st. After we get the approval for the city and the loan from the bank, we will begin construction and will be completed by September 1st of 2010.”* From concept to handing the keys over, it will be almost exactly two years.

The Result: Said Doughty, *“there is no question that starting this process by working with the top level management made things move more quickly. Sometimes it can take several phone calls from the architect to get somebody to at least respond. With BX, when you have a more senior person in the organization representing the company, things happen faster. By the time I got back from BuildingsXchange, there had already been contact with the Trespa folks, which is almost unheard of in construction.”*

While Doughty can't share specific figures on the money that Maine Medical will be saving by using Trespa products, he does say that it is definitely less expensive than using brick. Not only is the material less expensive, but Maine Medical will save money on the initial work that would have to be done with the soil in the area, maintenance to that soil over the years, and the insulation and staging costs. Trespa's products have the 50 year durability that Maine Medical was looking for and in addition to the savings, the look of the building makes the president of Maine Health very happy. *“It is more of a modern, high tech look. There are a lot of good benefits we're finding.”*